

## **Dhananjay Kumar Gupta**

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### **Career Objective**

**Seeking assignments in Marketing and Sales with an organization of repute.**

Sales Executive & Technical Service Engineer with 6+Years experience in Industrial and Retails Sales(channel Sales), Business development, Sales support & service, Search new clients, relationship develop with customers and planning for strategy to deliver products and services to the customers.

### **Experience (06+ Years Experience)**

18th JAN 2022 - PRESENT

**Currently associated with M/s Kerakoll India Pvt Ltd, Delhi as a “Sales Executive & Technical Service Engineer” at South Delhi.**

The company Manufacturing of Adhesive( i.e. Vitrified tiles, Ceramic tiles, natural stone), Waterproofing, Grouts (Epoxy & Cementitious base) Products and involved in Customer Service.

### **Job Responsibilities**

- Identify and explore new markets and top profitable business opportunities.
- Have knowledge in development and implementation of business strategies, systems & Products.
- Handing 10 Distributors.
- To provide proper information, guidance and support to the clients, therefore enhancing relationships with the clients.
- Contact regular and prospective customers to demonstrate products, explain product features and solicit orders.
- Planning for meeting with an Architect, Builder, Site Engineer, Contractor etc.

10th JUNE 2019 - 17th JAN 2022

**Pidilite Industries Ltd, Delhi - Sales & Technical Service Engineer.**

The company deals in Manufacturing of Adhesive & Hotmelt (EVA & PUR) Products and involves in Services related to Industrial Machinery.

### **Job Responsibilities**

- Visit customers office and projects site to discuss and conduct inspections to verify details of the enquiries.
- Proficient in Maintenance & Commissioning of Industrial machinery like - Hot/Cold Press machine, Automatic/manual Wood EdgeBanding machine, Panel saw machine, hot air dryer, vacuum loader & central dust filter machine etc.
- Providing servicing, operation & machine maintenance training at customer end.
- Help clients understand their needs in selection of Auxiliary Equipment and Adhesive, Holmelt Products.
- Trial for new products on customer sites, like - Adhesive & Hotmelt Products.
- Basic Knowledge of Furniture Industries.
- Coordinating with the team leader for customer service.

APRIL 2017 - JUNE 2019

**Toshiba Machine(Chennai) Pvt. Ltd. Delhi (Authorized Dealer Prabhat Associate, Delhi) - Sales, Project Engineer & Technical Service Engineer.**

The company deals in Manufacturing & Trading of Plastic Processing Machinery & Auxiliary Equipment.

**Job Responsibilities**

- Whole Project handling right from the beginning installation to commissioning and after Sales Service.
- I handled a team of 2 Diploma holders and 6 ITI holder employees.
- Proficient in Erection, Installation & Commissioning of machinery like - Hot Air Dryer, Mold temperature controller system, Vacuum Loader system, Central Dust Filter with Blower station and Dehumidifiers Air dryer system & Installation of Automatic Material Conveyor system etc.
- Working knowledge of Instruments like sensors, solenoid valves, thermocouple and Basic Knowledge of PLC (Programmable logic Controller).
- Coordinated maintenance activities with a team of application Engineers.

**Major Project**

- Maruti Suzuki India Limited, IMT Manesar, Haryana
- Project Name - Automatic Material Conveying system. (Duration Feb 2018 to Sep 2018).

FEB 2016 - APRIL 2017

**Kamal Enterprises, Shalimar Bagh Delhi - Technical Service Engineer**

The company deals in Manufacturing of Feeding Pump system, Cement & Fly-ash Storage Silos & Feeding system accessories.

**Job Responsibilities**

- Installation & Erection of Belt Conveyors, Feeding Pump System, Cement and Fly-ash Storage Silos, Screw Conveyors, Dust Collector Filter, Bulker Unloading System,
- Maintenance of Feeding System, Hose Pipes, Cement & Fly-ash Storage Silos etc.
- Teach Customers about benefits of using Feeding Pump & Silos.

**Skills**

- Proficient level knowledge in computer skills including Excel, MS Word, PowerPoint and Outlook. .
- Application software-AutoCAD with 2D.

**Education**

JUNE 2012 - MAY 2016

- Babu Banarsi Das Institute of Technology, Ghaziabad Uttar Pradesh - *B. Tech. in Mechanical Engineering with 67%. in 2016.*
- Completed 12<sup>th</sup> from Board of High School & Intermediate Education, Uttar Pradesh with *First Division in 2011.*
- Completed 10<sup>th</sup> from Board of High School & Intermediate Education, Uttar Pradesh, with *Second Division in 2009.*

**Certificate Awards**

- I got the Best Technical Service Engineer Certificate from Pidilite Industries Ltd.

## **Extra Curricular Activities**

- Donate Blood in (Rotary Noida Blood Bank).
- Participated in Bharat Scouts & Guides activities at School level.

## **Profile Summary**

- An energetic and enthusiastic Sales & Service Engineer, assisting customers for the past 6+ years.
- Effective communications skills demonstrated by ability to work with people of diverse backgrounds.
- Effective relationship management for sustaining repeat customers and business to grow in a professional and challenging environment in the area of maintenance.
- I am self motivated, hardworking with a positive attitude towards my career and in my life.

## **Personal Details**

<b>Date of Birth</b>	: 10 <sup>th</sup> July 1994
<b>Name</b>	: Dhananjay Kumar Gupta
<b>Father's Name</b>	: Mr. Shailesh Gupta
<b>Mother's Name</b>	: Mrs. Kusum Devi
<b>Current Address</b>	: H. No. 186, Sadarpur Colony, Sector - 45, Noida Gautam Buddh Nagar, Uttar Pradesh, India 201301
<b>Parament Address</b>	: H.No.279 Block A, Abhayanand Colony, Gorakhpur Uttar Pradesh 273006

## **Declaration**

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned Particulars.

Place – Sector-45, Noida  
Date.....

Dhananjay Gupta